



NSW Precision Environmental and Power, LLC

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Heating
Ventilation
Air Conditioning
Hydronic Systems

norman-wright.com

JOB TITLE: AC POWER SALES EXECUTIVE
Dept/Group: Sales
Location: Pleasanton, CA
Job Category: Sales
Position: Fulltime
Salary: TBD

Send Resumes To: HR@norman-wright.com

Norman S. Wright has been in business over 115+ years providing customers with exceptional system knowledge to meet all project requirements within the HVAC industry. Representing HVAC manufacturers worldwide, Norman S. Wright's product lines support the latest energy, sustainability and comfort standards in the industry.

JOB DESCRIPTION

The AC Power Sales Executive will be responsible for selling all represented power products and services offered by Norman S. Wright – Precision Environmental and Power (NSW-PEP) within an assigned territory. Represented manufacturers include Vertiv, Southern Tier Technologies, Generac, and E&I Engineering with access to customized switchgear and power distribution products. The Sales Engineer will receive a named account list comprised of existing and targeted end-users, consulting engineers, and electrical contractors. This is a great opportunity for someone interested in technical sales selling electrical products and services.

RESPONSIBILITIES

- Develop end-user customers, contractors, and partner relationships by demonstrating the ability to create unique and beneficial solutions offered by NSW-PEP
- Be able to qualify a sales opportunity and talk with different audiences and appropriately adjust technical content to meet different audience knowledge and interest
- Possess knowledge of three-phase UPS systems, power distribution systems, low voltage switchgear (switchboard, panelboard, etc.), with a general understanding of downstream IT-related products (rack enclosures, rack power distribution strips, monitoring software)
- Become competent in inspecting site installations and identifying critical components in a power distribution system. In time, be confident in the operation of such components and be capable of describing operating characteristics to involved parties
- Be able to create and deliver persuasive strategic and technical presentations that provide NSW-PEP a competitive advantage in the market
- Perform monthly "lunch and learn" sessions with engineers to discuss the application and proper use of our manufacturers' products.
- Maintain product and technical knowledge by participating in ongoing company and represented manufacturer training.

- Professionally represent NSW-PEP in territory events, professional organizations, and industry conferences
- Be familiar with all applicable services offered by represented manufacturers
- Maintain accurate logs of all sales activity and progress in CRM.

JOB REQUIREMENTS

- 3-5 Years of Technical Sales experience with electrical products and/or services
- Familiarity with commercial building power systems
- Excellent communication skills, both written and verbal.
- Excellent customer service skills.
- Ability to work and multi-task in a fast-paced environment.
- Detail-oriented.
- Proficient in MS Office.
- Strong interpersonal skills a must.
- Ability to technically communicate with all levels of a customer account including executives
- Ability to initiate a sales project from development to closure
- Good listening skills and the desire to solve complex technical problems
- Valid Driver's License required to drive to customer sites

EDUCATION AND CERTIFICATIONS

- Electrical Engineering or other Engineering degree preferred

PHYSICAL REQUIREMENTS

- Must be able to remain in a stationary position 50% of the time
- Musts be able to lift up to 15 lbs. at a time
- This position may require occasional moving inside the office to access file cabinets, office machinery, etc.
- May require constant operation of a computer and other office equipment such as a calculator, copy machine, phone and computer printer
- This position may require constant moving of hands/fingers
- This position may require occasional lifting, standing, bending and stooping

Norman S. Wright is an Equal Opportunity Employer. We consider qualified applicants for employment without regard to race, religion, color, national origin, ancestry, age, sex, gender, gender identity, gender expression, sexual orientation, genetic information, medical condition, disability, marital status, or protected veteran status.